



# Welcome To Ambition Office Hours!

- Share Ambition best practices, industry trends & insights, & answer your questions!
  - Open to anyone interested in learning more about gamification, coaching, sales management, & Ambition!
  - Join us for Office Hours on the 2nd & 4th Thursday of each month!
  - [Click here to Register for the 2nd Thursday](#)
  - [Click here to Register for the 4th Thursday](#)
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**Today's Ambition  
Experts are...**



**Emma Hamilton**  
Customer Success  
Manager



**Emily Walker**  
Customer Success  
Manager



**Mary Foster**  
Sr. Product &  
Customer Marketing  
Manager




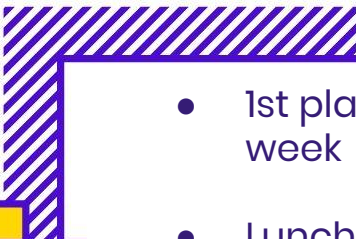




**Sales  
Incentives  
That  
Motivate!**

Ambition Office Hours  
2/13/2020



## **Budget-Friendly Incentive Ideas...**

- 1st place picks anthems for 1 week
  - Lunch with Leadership
  - Half-Day on Friday
  - Snooze Button
  - “Punish” your Manager if team reaches target
  - Praise the Winner
  - LinkedIn Endorsement
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## **Not So Budget-Friendly Ideas...**

- Let your reps choose
  - Stubhub gift card
  - Southwest gift card
  - Billboard in their hometown
  - Drive the company car for the month
  - Winning rep gets to attend the next industry conference (like the Ambition Customer Summit!)
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- 

You can  
award  
incentives in  
Ambition  
through  
**Competitions**

#### 4 PRIZES (OPTIONAL)

Type

	▼
Rank	The competitor with final rank standing of X
Threshold	Any competitor that exceeds given threshold of X

#### 4 SET PRIZES (OPTIONAL)

Type

	▼
Playoff	The competitor with final playoff standing of X
Season MVP	The competitor with best average score across regular season
Best of the Rest	The competitor who wins the consolation bracket

You can  
award  
incentives in  
Ambition  
through  
**Accolades**

CLUB



\$40K REVENUE / MONTH CLUB

**DETAILS**

CRITERIA

ACHIEVEMENTS

Start Time: Jan. 01, 2019

Last Updated: Apr. 02, 2019

Allocation: Metric Performance

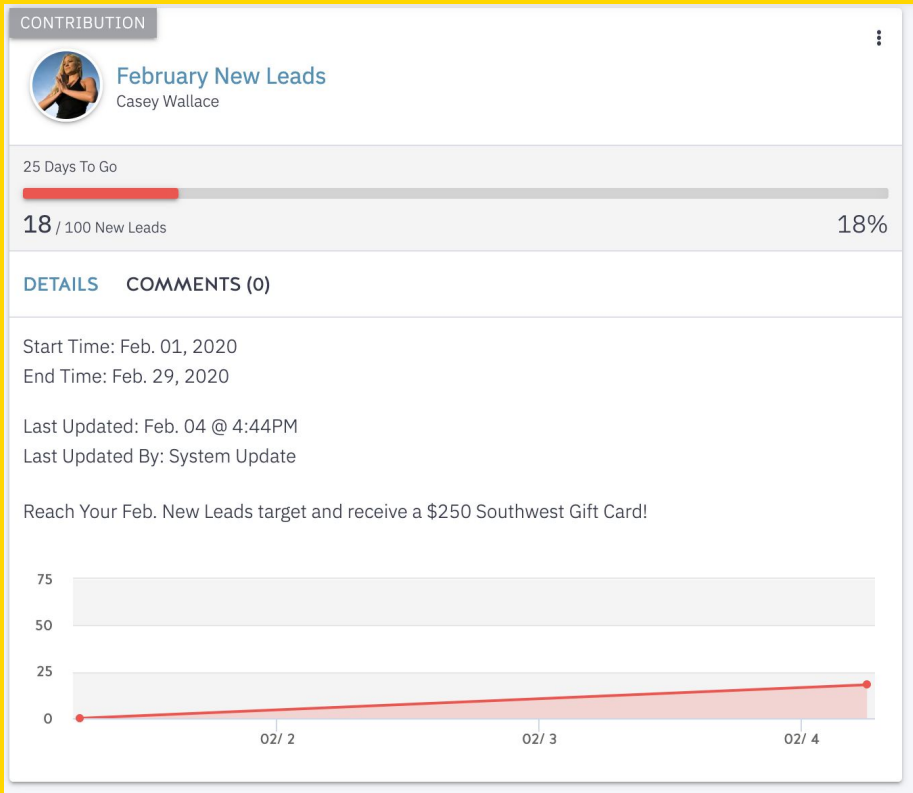
DESCRIPTION

\$40,000 revenue in a single month!

INCENTIVE

1 PTO Day

You can  
award  
incentives in  
Ambition  
through  
**Goals**







## Resources

- [Budget Friendly Incentives](#)
- [Ambition Reps Win A Billboard](#)
- [Awarding Incentives Through Ambition Competitions](#)
- [Awarding Incentives Through Ambition Goals](#)
- [Awarding Incentives Through Ambition Accolades](#)